

CONTRACT

ETHI
800 Ohio Street
Terre Haute, IN 47807
(812) 232-9481

And:

Waterfront Strategies
1010 Wisconsin Avenue
Suite 800
Washington, DC 20007
USA

<u>Contract / Revision</u> 955058 /		<u>Alt Order #</u> 25330596
<u>Product</u> Issue		
<u>Contract Dates</u> 11/01/16 - 11/08/16		<u>Estimate #</u> 5677
<u>Advertiser</u> POL/AFT AFL-CIO COPE		<u>Original Date / Revision</u> 11/03/16 / 11/03/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> ETHI	<u>Account Executive</u> Katz Washington	<u>Sales Office</u> Katz/Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agcy Code</u> 9914573	<u>Advertiser Code</u>	<u>Product 1/2</u>
<u>Agency Ref</u> IN14921		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
1	ETHI	11/01/16	11/04/16	M-F 10a-11a	M-F 10a-11a		:30				NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		10/31/16	11/06/16	-TWTF--	1			\$200.00					
N 2	ETHI	11/02/16	11/02/16	Wednesday Hour 2	9p-10p		:30				NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		10/31/16	11/06/16	--W----	1			\$3,200.00					
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>		<u>Type</u>		
	1	ETHI	10/31/16-11/06/16	Wednesday Hour 2	9p-10p	---W-----	:30		\$3,200.00		NM		
			<i>Credited</i>										
3	ETHI	11/04/16	11/04/16	News 10 on Fox	10p-1030p		:30				NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		10/31/16	11/06/16	----F--	1			\$1,200.00					
4	ETHI	11/01/16	11/01/16	World Series	World Series		:30				NM	1	\$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		10/31/16	11/06/16	-T-----	1			\$6,000.00					
N 5	ETHI	11/03/16	11/03/16	Thursday Hour 2	9p-10p		:30				NM	1	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		10/31/16	11/06/16	---T---	1			\$2,000.00					
N 6	ETHI	11/06/16	11/06/16	Sunday Hour 2	8p-9p		:30				NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		10/31/16	11/06/16	-----S	1			\$1,200.00					
Totals								0.00				5	\$10,600.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
10/31/16 - 11/06/16	5	\$10,600.00	(\$1,590.00)	\$9,010.00
Totals	5	\$10,600.00	(\$1,590.00)	\$9,010.00

Signature: _____ **Date:** _____

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified.

LIN Television Corporation does not discriminate in the sale of advertising time, and will accept no advertising which is placed with an intent to discriminate on the basis of race or ethnicity. Any advertiser certifies that it is not buying broadcasting air time on LIN Television Corporation stations for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race or ethnicity.



125 West 55th St
New York, NY 10019

Contract # 25330596	Changes as of: 11/1/2016 at 8:59 AM	Version: Highlighting Makegood 2
CPE: 331/351/5677	Flight: 11/1/16 - 11/8/16	Station: ETHI
Agency: WATERFRONT STRATEGIE	Advertiser: AFT AFL-CIO COPE	Market: Terre Haute
3050 K ST NW #100 Washington, DC 20007	Product: issue	Office: WASHINGTON
	Agency Order #: 5479156	Primary Demo: Adults 35+
	Buyer: Furman, Mike	Con Type: POLITICAL/VOTE
	Salesperson: BEN WILMETH 202-872-5880	Assistant: BEN WILMETH 202-872-5880
		Total CPP: \$0.00
		Total GRP:
		Separation:
Comments: Ln 4 - World Series game 6 is 11/1 - Leave spot as its until game 6 is not happening.		

Station Comment

Ben - if world series airs on 11/2 spot on line 2 won't air. you can either keep it in the world series, for an additional \$2800, or I can offer following m/g if prime doesn't air - 1 spot thursday 11/3 8-9p or 9-10p for \$2000, plus 1 spot in sunday night prime for \$1200. please advise. thanks - tammy

955058



125 West 55th St
New York, NY 10019

Contract # 25330596	Changes as of: 11/2/2016 at 10:21 AM	Version: Highlighting Revision 3
CPE: 331/351/5677	Flight: 11/1/16 - 11/8/16	Total \$: \$10,600.00
Agency: WATERFRONT STRATEGIE	Advertiser: AFT AFL-CIO COPE	Total Spots: 5
3050 K ST NW #100 Washington, DC 20007	Product: issue	Total CPP: \$0.00
	Agency Order #: 5479156	Total GRP:
	Buyer: Furman, Mike	
	Salesperson: BEN WILLMETH 202-872-5880	Separation:
	Office: WASHINGTON	
	Primary Demo: Adults 35+	
	Con Type: POLITICAL/NOTE	
	Assistant: BEN WILLMETH 202-872-5880	

Comments: Ln 4 - World Series game 6 is 11/1 - Leave spot as is until game 6 is not happening.

#	Day/Time	DP	Program	Rate	A3SP Rating	Len	11/1 - 11/8		Total Spots	Total \$	CPP	GRP
							11/1	11/8				
1	Tu-F M 10a-11a		Judge Mathis	\$200.00	0	30	1	0	1	\$200.00	\$0.00	0.0
REV-2	W 9p-10p		Empire-FOX	\$3,200.00	0	30	1	0	0	\$0.00	\$0.00	0.0
3	Tu-F M 10p-10:30p		News 10 On FOX	\$1,200.00	0	30	1	0	1	\$1,200.00	\$0.00	0.0
4	Tu-M 8p-11p		FOX MLB World Series	\$6,000.00	0	30	1	0	1	\$6,000.00	\$0.00	0.0
REV+ 5	Th 9p-10p		PITCH	\$2,000.00	0.0	30	0	1	1	\$2,000.00	\$0.00	0.0
REV+ 6	Su 8p-9p		Simpsons/Son of Zorn	\$1,200.00	0.0	30	0	1	1	\$1,200.00	\$0.00	0.0
TOTALS:									5	\$10,600.00	\$0.00	0.0



125 West 55th St
New York, NY 10019

Contract # 25330596

Changes as of: 11/2/2016 at 10:21 AM

Version: Highlighting Revision 3

Total \$: \$10,600.00

CPE: 331/351/5677
Agency: WATERFRONT STRATEGIE

Flight: 11/1/16 - 11/8/16
Advertiser: AFT AFL-CIO COPE

Station: ETHI
Market: Terre Haute

Total Spots: 5

3050 K ST NW #100
Washington, DC 20007

Product: issue
Agency Order #: 5479156

Office: WASHINGTON
Primary Demo: Adults 35+

Total CPP: \$0.00
Total GRP:

Buyer: Furman, Mike
Salesperson: BEN WILMETH
202-872-5880

Con Type: POLITICAL/NOTE
Assistant: BEN WILMETH
202-872-5880

Separation:

Special Instructions

Order Level Comments

Date/Time	Added by	Comment
11/02/16 10:21 AM	BEN WILMETH	Ln 4 - World Series game 6 is 11/1 - Leave spot as is until game 6 is not happening.
11/01/16 8:59 AM	Tammy Terry	Ben - if world series airs on 11/2 spot on line 2 won't air. you can either keep it in the world series, for an additional \$2800, or I can offer following mty if prime doesn't air - 1 spot thursday 11/3 8-9p or 9-10p for \$2000, plus 1 spot in sunday night prime for \$1200. please advise. thanks - tammy
10/15/16 5:29 PM	BEN WILMETH	Ln 4 - World Series game 6 is 11/1 - Leave spot as is until game 6 is not happening.
10/14/16 3:07 PM	Tammy Terry	Ben - line 4 is n/a, as the world series will be over prior to 11/1. please advise. thanks - tammy
10/14/16 12:51 PM	BEN WILMETH	New Order
10/14/16 12:51 PM	BEN WILMETH	New Order

Competitive Information

Market Budget:	\$88,333
ETH Share:	12%
Comment:	
WAWV:	6%
WTHI:	65%
WTWO:	17%

Daypart Summary				
Day/Time	% Distrib	Spots	Dollars	GRP
	100%	5	\$10,600.00	N/A
Total	100%	5	\$10,600.00	0.0

Monthly Summary		
Month	Spots	Dollars
2016-Nov	5	\$10,600.00
Total	5	\$10,600.00

Transaction History

Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$	Comment
Revision	11/2/16 10:21 AM	BEN WILMETH	Revised	1		\$0	\$0	Changes: Total Spots from 4 to 5. 3 buylines added or modified.
Makegood 2	11/1/16 8:59 AM	Tammy Terry	Confirmed			\$0	\$0	
Revision	10/15/16 5:29 PM	BEN WILMETH	Confirmed			\$0	\$0	Changes: Comments from New Order to Ln 4 - World Series game 6 is 11/1 - Leave spot as is until game 6 is not happening..
Makegood 1	10/14/16 3:07 PM	Tammy Terry	Confirmed			\$0	\$0	
Revision	10/14/16 12:51 PM	BEN WILMETH	Confirmed			\$0	\$10,600.00	Changes: Demo Meta to [R16]. User Entered \$ from \$0.00 to \$10,600.00, Flight End from 11/7/16 to 11/8/16. Comments from to New Order. 4 buylines added or modified.
New	10/14/16 12:50 PM	BEN WILMETH	New	4		\$10,600.00	\$10,600.00	

Non-Discrimination Policy PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSION'S REPORT AND ORDER NO. 07-217 PROVIDES THAT BROADCAST STATIONS' ADVERTISING CONTRACTS WILL NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY, AND MUST CONTAIN NONDISCRIMINATION CLAUSES, CONSISTENT WITH THIS ORDER, KATZ MEDIA GROUP (INCLUDING ANY SUBSIDIARY OR DIVISION OF KATZ) DOES NOT DISCRIMINATE IN ANY BROADCAST ADVERTISING CONTRACT ON THE BASIS OF RACE OR ETHNICITY AND EVALUATES, NEGOTIATES AND COMPLETES ITS BROADCAST ADVERTISING CONTRACTS WITHOUT REGARD TO RACE OR ETHNICITY.